

# Comparisons of Job Characteristics

**Focus Occupation:** Wholesale and Retail Buyers, Except Farm Products (13-1022)

**Associated Occupation:** Purchasing Agents, Except Wholesale, Retail, and Farm Products (13-1023)

Compare Knowledge

Compare Skills

Compare Abilities

Compare Detailed Work Activities

Compare Tools and Technologies

<<	Focus occupation element is much lower
<	Focus occupation element is lower
0	Focus occupation element is at a similar level
>	Focus occupation element is at a higher level
>>	Focus occupation element is at a much higher level

## Knowledge

Similarity of Focus Occupation to Associated Occupation: 76

**Focus Occupation:** Wholesale and Retail Buyers, Except Farm Products (13-1022)

**Associated Occupation:** Purchasing Agents, Except Wholesale, Retail, and Farm Products (13-1023)

Associated Occupation's Key Knowledge Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating	Evaluation of Focus Occupation
Clerical	7.3	14.4	11.0	<< Extensive education and/or training may be required
Administration and Management	8.4	11.6	14.3	> Current knowledge level is likely sufficient
Economics and Accounting	4.4	10.8	12.2	> Current knowledge level is likely sufficient
Production and Processing	6.0	10.7	13.5	> Current knowledge level is likely sufficient

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O\*NET (Occupation Information Network) data.

## Skills

Similarity of Focus Occupation to Associated Occupation: 93

**Focus Occupation:** Wholesale and Retail Buyers, Except Farm Products (13-1022)

**Associated Occupation:** Purchasing Agents, Except Wholesale, Retail, and Farm Products (13-1023)

Associated Occupation's Key Skills Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating	Evaluation of Focus Occupation
Speaking	10.8	16.2	12.5	<< Extensive development of skills in this area may be required
Monitoring	9.9	15.7	11.3	<< Extensive development of skills in this area may be required
Critical Thinking	10.8	15.1	12.0	<< Extensive development of skills in this area may be required
Judgment and Decision Making	9.4	15.0	10.3	<< Extensive development of skills in this area may be required
Active Listening	11.0	14.8	12.2	< A higher skill level may be required
Negotiation	6.8	13.9	12.5	< A higher skill level may be required
Active Learning	8.7	13.5	10.8	< A higher skill level may be required

Management of Financial Resources	3.3	13.2	9.3	<<	Extensive development of skills in this area may be required
Persuasion	7.4	12.6	12.8	0	Current skill level may be sufficient

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O\*NET (Occupation Information Network) data.

Abilities		Similarity of Focus Occupation to Associated Occupation: 88			
Focus Occupation: Wholesale and Retail Buyers, Except Farm Products (13-1022) Associated Occupation: Purchasing Agents, Except Wholesale, Retail, and Farm Products (13-1023)					
Associated Occupation's Key Abilities Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating	Evaluation of Focus Occupation	
Oral Expression	12.4	16.6	13.0	<<	Extensive improvement in abilities may be required
Oral Comprehension	12.5	15.7	12.8	<	Some improvement in abilities may be required
Deductive Reasoning	10.6	15.2	11.9	<<	Extensive improvement in abilities may be required
Inductive Reasoning	10.2	14.0	9.4	<<	Extensive improvement in abilities may be required
Written Comprehension	11.0	13.8	10.3	<<	Extensive improvement in abilities may be required
Near Vision	11.1	12.4	10.1	<	Some improvement in abilities may be required
Written Expression	9.8	12.4	9.8	<	Some improvement in abilities may be required
Speech Recognition	9.9	11.6	11.6	0	Current ability level may be sufficient

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O\*NET (Occupation Information Network) data.

Activities that Both Occupations Have in Common		Similarity of Focus Occupation to Associated Occupation: 98
Focus Occupation: Wholesale and Retail Buyers, Except Farm Products (13-1022) Associated Occupation: Purchasing Agents, Except Wholesale, Retail, and Farm Products (13-1023)		
Work Activities	Exclusivity of Activity	
Analyze sales activities or trends	74	
Communicate technical information	4	
Compute financial data	53	
Confer with sales or purchasing personnel	99	
Confer with vendors	77	
Develop purchasing policies or procedures	95	
Direct and coordinate activities of workers or staff	3	
Fill out purchase requisitions	81	
Inspect merchandise to determine value	87	

Locate sources of supply for purchasing	89
Maintain records, reports, or files	5
Make presentations	13
Monitor consumer or marketing trends	74
Negotiate business contracts	60
Obtain information from individuals	24
Order or purchase supplies, materials, or equipment	35
Process account invoices	85
Use appraisal techniques in purchasing	92
Use computers to enter, access or retrieve data	3
Use interpersonal communication techniques	10
Use spreadsheet software	18
Use word processing or desktop publishing software	17

Not all positions in these occupations will necessarily perform all of the listed activities. The exclusivity rating is an indication of how unique the activity is amongst all occupations. The maximum rating is 100. High scores indicate that only a small number of occupations engage in that activity.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O\*NET (Occupation Information Network) data.

## Tools and Technologies that Both Occupations Have in Common

Similarity of Focus  
Occupation to Associated  
Occupation: 85

**Focus Occupation: Wholesale and Retail Buyers, Except Farm Products (13-1022)**

**Associated Occupation: Purchasing Agents, Except Wholesale, Retail, and Farm Products (13-1023)**

Tools and Technologies	Exclusivity
Business function specific software	1
Calculating machines and accessories	3
Computers	1
Content authoring and editing software	1
Data management and query software	1
Finance accounting and enterprise resource planning ERP software	2
Industry specific software	1
Information exchange software	1
Network applications software	1

Not all positions in these occupations will necessarily use all of the listed tools and technologies. The exclusivity rating is an indication of how unique the tool or technology is amongst all occupations. The maximum rating is 100. High scores indicate that only a small number of occupations use that tool or technology.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O\*NET (Occupation Information Network) data.